

Message Text

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SUBJ: RECOMMENDATION FOR T.M.P. AGENTS (M.E.)

1. AT REQUEST OF MR TALAL ABU GHAZALEH, WE ARE PROVIDING YOU WITH BACKGROUND ON HIS FIRM T.M.P. AGENTS (M.E.), A WHOLLY OWNED SUBSIDIARY OF TALAL ABU GHAZALEH AND ASSOCIATES, WHICH DEALS IN TRADE MARKS, PATENT, AND DESIGN REGISTRATION IN THE MIDEAST AND THROUGH MUCH OF ASIA AND AFRICA.

2. IN A FEW YEARS TALAL ABU GHAZALEH HAS MOVED FROM A JUNIOR ACCOUNTANT WITH LARGE MIDEAST ACCOUNTING FIRM SABA AND CO TO ESTABLISH HIS OWN ACCOUNTING COMPANY AND SEVERAL SUBSIDIARIES. HIS ACCOUNTING COMPANY HAS BRANCHES THROUGH THE MIDEAST AND IS PROBABLY LARGEST IN REGION IN TERMS OF BOTH PERSONNEL EMPLOYED AND BILLINGS. ABU GHAZALEH IS AN INTERNATIONAL BOARD OF PRICE, WATERHOUSE AND HAS PRICE, WATERHOUSE PEOPLE WORKING IN HIS KUWAIT OFFICE. HE IS THE ACCOUNTANT FOR MANY OF KUWAIT'S LARGEST INDUSTRIAL AND COMMERCIAL FIRMS AND ENJOYS THE CONFIDENCE OF A NUMBER OF EXTREMELY INFLUENTIAL KUWAITIS.

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3. HIS ACTIVITIES NOW EXTEND FAR BEYOND THE ACCOUNTING FIELD.

IN ADDITION TO T.M.P. AGENTS HE HAS AN INDUSTRIAL CONSULTING OFFICE AND SERVES AS THE CATALYST FOR NUMBER OF LARGE DEALS IN THE AREA. EMBASSY AWARE THAT ABU GHAZALEH ACTING ON BEHALF NUMBER OF LARGE US CORPORATIONS SEEKING JOINT-VENTURES OR TURN-KEY CONTRACTS IN KUWAIT AND THIRD COUNTRIES. ADDITIONALLY, HE ACTIVE AS FINANCIAL REPRESENTATIVE TO NUMBER KUWAITIS INTERESTED IN JOINT BANKING AND REAL ESTATE VENTURES WITH WESTERN INVESTMENT AND BANKING INSTITUTIONS. MOST RECENT SUCCESS WAS HIS INDISPENSABLE ROLE IN NEGOTIATING DEAL BETWEEN ESTABLISHMENT KUWAITI GROUP AND FNCB FOR JOINT BANKING VENTURE IN BEIRUT. THIS FIRST TIME KUWAITIS HAVE MOVED SUBSTANTIALY INTO BEIRUT BANKING OPERATIONS SINCE CRASH OF INTRA BANK IN 1966.

4. WHILE WE NOT IN POSITION TO ASSESS PERFORMANCE OF T.M.P. ON BEHALF ITS CLIENTS, OUR KNOWLEDGE OF ABU GHAZALEH AND HIS ORGANIZATION LEADS US TO BELIEVE HE IS FULLY CAPABLE GIVING YOU FIRST CLASS REPRESENTATION IN THIS REGION.
STOLTZFUS

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